

1. The first step in the process of developing a business plan is to conduct a thorough market research. This involves identifying the target market, understanding their needs and preferences, and analyzing the competitive landscape. Market research can be conducted through various methods, including surveys, interviews, and focus groups.

2. Once the market research is complete, the next step is to define the business's mission and vision. The mission statement should clearly state the purpose of the business and the values it stands for. The vision statement should describe the long-term goals and aspirations of the business.

3. The third step is to develop a detailed financial plan. This includes creating a budget, forecasting revenue and expenses, and determining the break-even point. The financial plan should also include a contingency plan to address potential risks and uncertainties.

4. The fourth step is to create a marketing and sales strategy. This involves identifying the most effective channels for reaching the target market, developing promotional campaigns, and establishing a sales process. The marketing and sales strategy should be flexible and adaptable to changes in the market.

5. The final step is to implement the business plan. This involves launching the business, monitoring progress, and making adjustments as needed. It is important to regularly review the business plan and update it as the business grows and evolves.

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HARVARD COLLEGE

A DESCRIPTIVE PAMPHLET
FOR
STUDENTS AND TEACHERS

ISSUED BY THE SCHOLARSHIP COMMITTEE OF THE
ASSOCIATED HARVARD CLUBS

1918

18152

HARVARD COLLEGE

A DESCRIPTIVE PAMPHLET FOR STUDENTS AND TEACHERS

THIS pamphlet is intended for boys in the upper classes of secondary schools, and for their teachers, their parents, and others who may be seeking information about Harvard College. It is sent out by the Scholarship Committee of the Associated Harvard Clubs, and is meant especially for boys who may be candidates for Harvard Club scholarships. Sometimes these boys and their friends and teachers know little about the College, about entrance requirements, student life in Cambridge, how to secure scholarships, and other important matters. This pamphlet is an introduction to such knowledge of Harvard as a prospective Harvard man should have. *It is not an official publication of Harvard University*, and those who wish exact information about admission, choice of studies, scholarships, student aid, opportunities for earning money, expenses, or other matters should write to the Chairman of the Committee on Admission, 20 University Hall, Cambridge, Mass.

To those to whom the pamphlet comes, the Scholarship Committee would say with especial emphasis that no earnest, able, and ambitious student need shrink from entering Harvard for fear of inadequate financial support; nor need he shrink for fear of not being in all respects a free and independent member of a democratic community; nor of not being judged on his merits as a man. The Committee and all members of the Associated Harvard Clubs stand ready to give any boy advice about going to Harvard, and if he seems worthy of assistance, to tell him how he may apply for it.

A list of Harvard Club Scholarships is printed with the pamphlet.

These pages attempt to give a fair picture of Harvard. They do not try to create an impression artificially colored by subtle touches of romance. But Harvard is an ideal. What it leaves with a man is not so much mechanical skill or an outward polish, as it is a vision, a creative energy, a standard of action and service upon which he can be developed by the most vigorous contact with the world as he finds it. This spirit cannot be described accurately. It must be felt. Generations of Harvard men have felt it and have lived by it. It comes after years of work and play in the external Harvard, of which it is believed this pamphlet will furnish a clear and straightforward account.

I. HARVARD COLLEGE: GENERAL DESCRIPTION

HARVARD COLLEGE is situated in Cambridge, Massachusetts,¹ about three miles northwest of Boston Common; and Cambridge is on the north bank of the Charles River, which separates the two cities. Boston and Cambridge are connected by a number of bridges, among them the Harvard Bridge, which forms part of Massachusetts Avenue, leading from Boston through Cambridge to Arlington, Lexington, and Concord. Massachusetts Avenue runs through Harvard

¹ Those approaching Cambridge from the West and North are likely to arrive at the North Station, in Boston; those approaching from the West and South, at the South Station. From the latter station one can take the Subway direct to Harvard Square, reaching the College in about ten minutes. From the North Station, an East Cambridge car reaches Harvard Square by way of the "Viaduct" in fifteen or twenty minutes; or, one can take a surface car into the Subway, changing at Park Street to a Cambridge Subway train. Visitors are advised to take accommodations in Boston, unless they have made arrangements in Cambridge, as Cambridge can now be reached from Boston very easily and quickly. There are no hotels in Cambridge. Visitors are welcome at the College, and student guides may be secured on application. An official Guide Book is issued by the Harvard University Press, Randall Hall, Cambridge, Massachusetts.



STATUE OF JOHN HARVARD

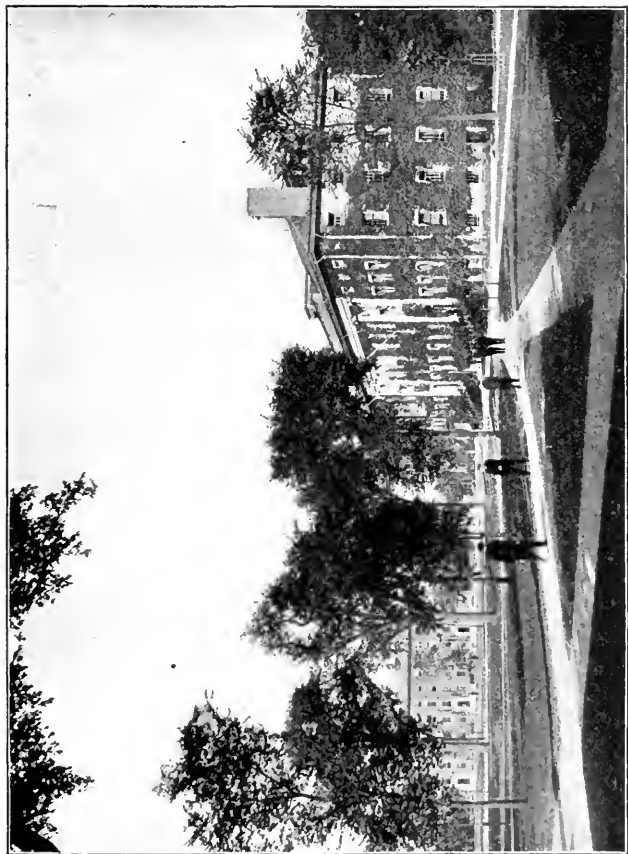
Square directly past the College. On arrival at Harvard Square, one finds himself in the centre of the Harvard world of some eighty acres of land, numerous buildings, and some five thousand students and teachers.

Here is a great modern University, impressive even to the casual observer; but those who remember the part played by the College and its graduates in the history of the country will of course see in Harvard much that is of even greater interest than the extent and equipment of the institution as it stands today. They will recall the names of such Harvard men as Adams, Emerson, Longfellow, Holmes, Lowell, and many others, and will wish especially to read the tablets in Memorial Hall and on the older buildings. Behind the present Harvard extend nearly three hundred years of continuous service to the life of the nation, and of this even the incoming Freshman may well be aware, as he sees before him for the first time Massachusetts Hall, the older dormitories, and the College Yard.

The College Yard is the centre of college life. It is a beautiful enclosure with pleasant walks and greens separating the fine old buildings. University Hall, the white building in the centre of the Yard, contains the offices of the President, the Deans, the Recorder, the Committee on Admission, and other officers. The Yard also contains seven of the oldest dormitory buildings, occupied largely by upper-classmen, the College Library (the largest and best equipped college library in the country), several lecture and recitation halls, the College Chapel, and the residence of the President. The College Yard includes the original buildings of Harvard College, three of them now Senior Dormitories. The Freshman Class occupies the new and beautiful group of Freshman Halls, situated on the bank of the Charles River, about five minutes' walk south of the Yard. These fine dormitories offer many advantages to the Freshmen, especially the opportunity for mutual acquaintance at the outset of their college careers;

the many attractions of their life together in well equipped studies, dining rooms, and common rooms; and their nearness to the river for boating, and to Soldiers Field for all athletic purposes. This grouping of the Freshmen has brought with it better results in study, in sports, and in class spirit, and is one of the pleasantest features of the Freshman year. A Harvard Freshman from some distant section of the country may now have the advantages of a large college in broad offering of courses, fine equipment, and distinguished faculties, yet be sure that he will meet and know intimately a good number of men who enter College in his own class.

Harvard College was founded in 1636. By a vote of the General Court of the Colony of Massachusetts Bay, "The Court agree to give Four Hundred Pounds towards a School or College, whereof Two Hundred Pounds shall be paid the next year, and Two Hundred Pounds when the work is finished, and the next Court to appoint where and what building." In 1638 John Harvard, a puritan clergyman of England, who had been in the colony about one year, died at Charlestown, leaving half of his property and his entire library (about 300 volumes) to the institution. The value of this bequest was more than double the entire sum originally voted by the Court, and it was resolved to open the College at once, and to give it the name of Harvard. It is, therefore, the oldest college in the country, and it was the first to expand into a university. In 1650 a charter was granted to Harvard College which established a primary governing board — the Corporation, consisting of seven men authorized to elect their successors, and to make orders for carrying on the College as they shall see fit, "provided the said orders be allowed by the Overseers," a Board which was first established in 1642. Since 1866 the members of this Board of Overseers have been elected by the graduates of the College in classes of five, each class to serve six years. In 1916 the right of voting for Overseers was granted to all holders of degrees from any depart-



UNIVERSITY HALL

ment of the University. It is intended that this Board shall keep the institution in touch with the large body of graduates, and with the educated public. This constitution or government has now been in use for over two hundred and fifty years.

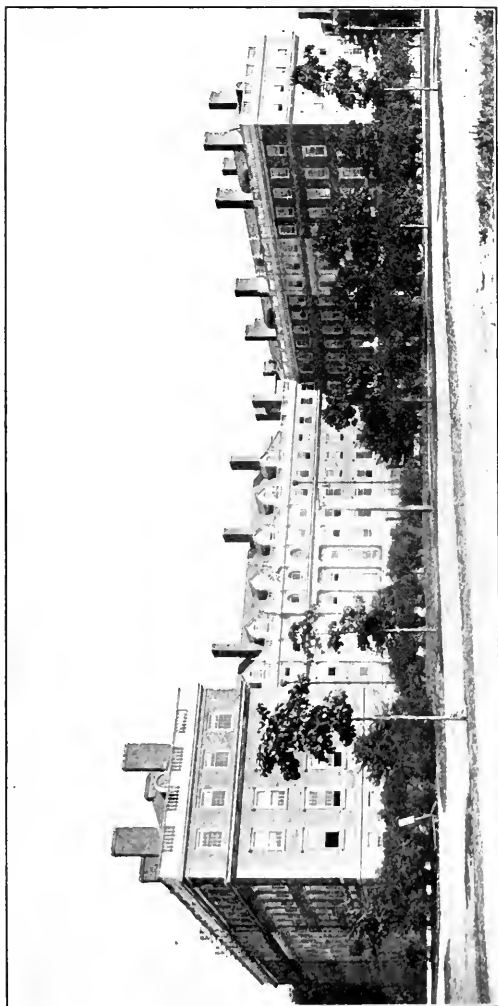
Harvard University now comprises twenty-one departments, of which Harvard College is one, and of which it forms the centre, in the original "College Yard." The other departments radiate from this centre, some being situated at a distance, as the Medical School in Boston, and the Bussey Institution and Arnold Arboretum at Jamaica Plain. The main departments of Harvard University are: the College; the Graduate School of Arts and Sciences; the Graduate School of Business Administration; the Schools of Architecture and Landscape Architecture; the Engineering and Mining School; the Divinity School; the Law School; and the Medical and Dental Schools. The College is one of the largest and best known in the country. It numbers in normal times about twenty-five hundred students. With the graduate departments, this brings the total Harvard population to nearly six thousand.

In Petersham, Massachusetts, the College owns 2000 acres of forest, known as the "Harvard Forest," where students go into camp in a beautiful region to study practical forestry under highly favorable conditions. At Squam Lake, New Hampshire, is a large estate, known as the Harvard Engineering Camp, where large numbers of students spend a summer in outdoor engineering work. In Cambridge are, of course, the Observatories, Gardens, and Museums, as well as laboratories of all sorts for the study of the natural and physical sciences. Among the most important possessions of Harvard are its collections of books. The three most important libraries are in Cambridge, the College Library, the Law Library, and the Library of the Harvard Divinity School. For the accommodation of the central library, a magnificent

new building was erected in 1913, the Harry Elkins Widener Memorial Library, with every convenience for the storage and ready use of books. The Harvard Library is now larger than any other library in the country, with the exception of the Congressional Library and the New York Public Library. No other university library is so thoroughly equipped to meet all the needs of students. It contains over one million books and pamphlets, including a great number of collections in special subjects. There are several special reading rooms in the Library, the largest containing the special collection in History, Government, and Economics.

Harvard is singularly fortunate in its athletic equipment and opportunities, especially in its Soldiers Field, of more than sixty acres, situated on the Charles River just across from the Freshman Dormitories. This field was named by the donor, Major Henry L. Higginson, in honor of "friends, comrades, kinsmen" who lost their lives in the Civil War. It contains the Harvard Stadium, with a seating capacity of thirty thousand, and also includes tennis courts, running track, and several football, baseball, soccer, and lacrosse fields, as well as the baseball cage and locker building for the use of teams. The University boat house and the Weld boat house offer facilities for rowing on the Charles, which is well suited for boating of every sort, from canoeing to racing in eight-oared shells. Since the recent building of a dam, the Charles provides in its broader part below the College (the Back Bay) a fine course for shorter races. Owing to a system of club and class crews and teams, a large proportion of students are in regular exercise.

Freshmen are examined physically by the Professor of Hygiene and his staff and are advised concerning exercise and general care of their health. The Stillman Infirmary is a splendidly equipped hospital for the students, the use of which for a specified period is included as a privilege covered by the regular tuition fee.



GORE HALL. ONE OF THE FRESHMAN DORMITORIES

The University is fully equipped to prepare young men for all the older professions, such as the Ministry, Medicine, Law, Teaching, and Architecture, for the new scientific professions, and for leadership in business. There are courses of instruction, both elementary and advanced, in a great variety of subjects. In 1916-17 the University employed 922 teachers, of whom 160 were full professors. In that year it employed one teacher to every seven students, not counting as teachers the preachers, curators, library officers or administrative officers. Care for the individual student is provided by means of a system of Advisers from the Faculty, and also from the senior class. Many of the large lecture courses are divided into small sections under instructors.

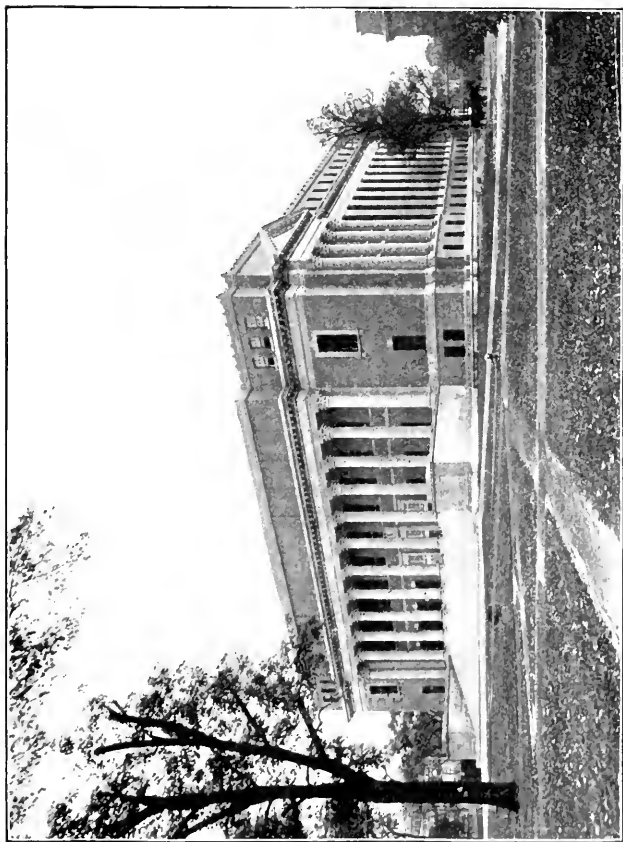
Of regular students, each year, about one half come from New England; the other half are distributed among all the other States of the Union, and twenty-nine foreign countries. It is a great advantage to the University that students come to it in large numbers from all parts of the United States, and from other parts of the world. To belong to such a body of men, representing such a variety of conditions — political, religious, social, and industrial — is a useful part of the training and education of any young American. Harvard students come from all parts of the earth, and they scatter to all parts, and wherever they live, East and West, North and South, they can establish connections with other Harvard men, both older and younger than themselves, and can profit by their associations and companionship. The Alumni of the College are organized by classes, and all Harvard graduates have opportunity to come together in the Alumni Association and in Harvard Clubs in cities and states throughout the country and even in certain cities abroad. The Associated Harvard Clubs hold a general meeting every year at which large numbers of Harvard men gather for discussion of College questions and for good-fellowship. The loyalty of Harvard men to the University and to each other is one of

the things the graduate appreciates more and more after he leaves Cambridge.

A university situated in or near a large city enjoys distinct benefits. Harvard is within ten or fifteen minutes of a recognized centre of literature, art, music, drama, and of social and civic life. Boston offers exceptional opportunities for investigation and research in any branch of work or study. Such collections and centres as the Museum of Fine Arts, the New England Conservatory of Music, and the Boston Symphony Orchestra, have of recent years coöperated with Harvard in such a way as to make their offerings particularly accessible and profitable to students. Greater Boston, with a population of 1,500,000, offers full opportunities for social and civic activity. The nearness of Boston, with its traditional spirit of study and culture, and its very marked literary and historic background, is therefore a valuable feature of a Harvard experience. Something should be said, also, about the natural features of Greater Boston and the surrounding country. In and about Boston are miles of beautiful parkways and reservations, with attractive walks and roadways; just beyond Cambridge the open country of New England is full of beauty in every season; and the ocean is within easy reach at a dozen beaches. No section of the country offers a more varied panorama of hill, stream, woods, and sea.

II. STUDENT ACTIVITIES

THE student activities at Harvard are many and varied. Besides those directly connected with the courses of instruction, such as the many literary and scientific clubs, where students and instructors can meet, are many others, such as the musical clubs and dramatic clubs. The musical clubs and the concerts and special recitals arranged by the Department of Music in its new building offer excellent opportunity for musical training and for the cultivation of taste in music. The dramatic work of certain clubs is often highly creditable.



THE HARRY ELKINS WIDENER MEMORIAL LIBRARY

There are also the athletic clubs and the clubs purely social. Besides these are the literary publications — the *Crimson*, *Lampoon*, *Advocate*, *Illustrated*, which in themselves offer valuable training as well as delightful associations of all sorts. Many well-known authors and artists have served an apprenticeship on these college journals. (*Life* was founded by early editors of the *Harvard Lampoon*.) Any boy with talent and energy can be sure of some recognition in one of the various student activities. Competition for places on teams, editorial staffs, musical clubs, etc., is open to everyone; and there are so many activities and organizations that no one who writes or draws or plays or is capable in any form of athletics need lack for an opportunity to prove his ability nor fear that it will fail to be appreciated.

Athletic sports are well organized at Harvard, and are usually supported without soliciting funds from undergraduates. The variety of sports is very great, so that the individual student has a wide choice, and a large majority of the students engage in some sport or other. The success of the several teams is, of course, variable from year to year, but on the average Harvard gets its full share of victory, and in the past ten years has achieved great success in competitive games.

It is distinctly recognized at Harvard that the number of men who make the Varsity teams is no proper measure of the men who should enjoy the stimulus and benefit of competitive athletic exercise. As a result there is a system of club and class competitions, both on land and water, which gives a chance for nearly all students to participate. Many teams and crews are often seen at work simultaneously. And, to provide for those who cannot "make" any team, special groups have been organized by the trainers for giving special and individual training for those in need of it. An organization known as the Varsity Club gives an opportunity for undergraduate "H" men in various branches of sport to

meet each other, and to meet graduate "H" men, in a beautiful club house built for this purpose in memory of an honored Harvard man and athlete.

Unusual opportunities are offered to men whose tastes and capacities lead them into the field of student publication, musical and dramatic activity, writing and debating. It is an enviable thing to secure an editorship on one of the College papers. Much might be said of the opportunities in music, and of the results of these opportunities, especially now that a fully equipped new building has been erected as a centre for instruction in music and for musical activities. The dramatic work of the University has made itself felt in the outside world to an even greater extent through the training of the various dramatic clubs — the "Hasty Pudding," "Pi Eta," and "D. U.," and the Harvard Dramatic Club, and especially by means of a course of study and training known as the "47 Workshop" conducted in connection with the college course in Dramatics known as English 47. Various courses and clubs offer full opportunities for public speaking and debate. The annual triangular debate between Harvard, Yale, and Princeton is one of the important events in the intercollegiate world. In this contest Harvard teams have made a high record.

The religious and philanthropic activities of the students centre in Phillips Brooks House, and from here the various societies send out groups of men for entertaining in various ways the sick in hospitals, the prisoners in jails, the soldiers in camps, and boys' clubs. Much good work of this sort is carried on among the social centres and settlements in neighboring towns. Phillips Brooks House is used by different students' societies, each of which stands for some definite religious doctrine or ideal, but all of which are coöperating in social service. Among these societies are the St. Paul's Catholic Club, the St. Paul's Society for students who belong to the Protestant Episcopal Church, the Harvard University

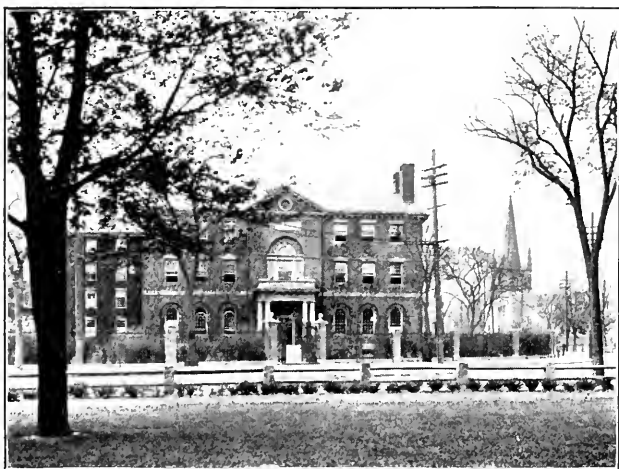


WELD BOAT HOUSE

STADIUM AND SOLDIERS FIELD

UNIVERSITY BOAT HOUSE

Christian Association, the Harvard-Andover Divinity Club, the Harvard Mission, the Menorah Society (Jewish), and the Christian Science Society. Whatever the religious bringing up of the new student may have been, he will surely find his rightful religious organization among the students,



PHILLIPS BROOKS HOUSE

and a church of his desired faith awaiting him. The Boston churches, as well as those of Cambridge, make students welcome. The University maintains a Chapel in which daily morning prayers and Sunday morning services are conducted, with a board of five preachers, which always contains representatives of several different denominations, the ablest preachers available from the entire country. Attendance at Chapel has been voluntary since 1886. The Sunday services are simple and undenominational in form and character.

By an agreement between the various social clubs no Freshman is invited to join these organizations. With the opening of the Sophomore year, however, a man may be

elected to any one of a number of the so-called "final" clubs, and also to the larger societies which are devoted mainly to theatrical productions. Among the "final" clubs, devoted to sociability and good-fellowship, are the "Porcellian," founded in 1790, the "A. D.," the "Fly," the "Delphic," the "Spec," the "Fox," the "Owl," and others. These clubs possess attractive houses where the men meet and eat, but do not "room" as in some colleges. A pleasant feature of these clubs is the monthly dinner, which attracts large numbers of graduates. Among the larger societies are the Hasty Pudding Club, the "Dickey," the Institute of 1770, and the Pi Eta Society, on whose lists of members are the names of many distinguished men. Such clubs as the Signet, the Stylus, and the D. U. are semi-social, though their main function is either literary or dramatic.

The Harvard Union has afforded a general meeting place for both students and Faculty members. The house is large and beautiful and contains a library and reading room, a dining room, the athletic "trophy room," and a large "lounge," which is considered one of the handsome rooms of America. The building also contains private dining rooms, and the offices of the Athletic Association. This club is a convenient place for student meetings and dinners and for Faculty receptions. The idea of the Union is to provide a club for the general use of all the students, faculty, and graduates.

One of the most striking features of a large university like Harvard is its cosmopolitan character, and this is well illustrated by its clubs and societies designed to bring together men, not only from all parts of America, but from all parts of the world. The twenty-nine foreign countries represented at Harvard include eight eastern countries, far and near. Opportunities are given these men at the Cosmopolitan Club to meet each other, and also to meet members of the Faculty, and here many interesting meetings and lectures occur. The



PARADE TO SOLDIERS FIELD PASSING THROUGH THE YARD

Western Club and the various state clubs and school clubs also bring together men who have common interests and associations. It may be said with truth that no boy who cares to know his fellow students from any particular section of country will lack opportunity to do so; nor will he lack opportunity to meet students from sections and countries distant from his own.

The Harvard Federation of Territorial Clubs unites in a single organization the various clubs of students coming from the same state or locality. In 1913, there were more than a thousand men in the Federation, organized in clubs representing over thirty states, sections, and cities. The Federation has separate quarters in the Harvard Union.

These then are some of the many student activities at Harvard. Every Harvard man should get into at least one of these channels of activity during his first year and make the most of the contacts and acquaintances he will thus form. Life at Harvard College is rich in opportunity for friendship, self expression, productive effort, and a broadening experience of men and affairs to any man who will do the best there is in him.

Military training, which, since the declaration of war by the United States, has been conducted at Harvard under the best instructors, including officers of the French Army, has added an important feature to undergraduate life. An officer of the United States Army is assigned to Harvard College, as well as the officers sent by the French Government. In addition, courses in naval science, which will prepare for the examinations for ensigns, have been given this year. These are not likely to be needed hereafter. The Government Radio School, maintained by the Navy Department in Harvard buildings, comprises some 3700 men. There is also a Government Cadet School for Ensigns. These, in addition to the 1000 members of the Harvard Reserve Officers' Training Corps, bring the total number of young soldiers and sailors in training at Harvard to about 5000.

This military training and discipline has done much for the Harvard undergraduate. Besides greatly improving the physical condition and carriage of the average student, it brings a new sense of responsibility and obligation as American citizens, a better response to authority, law, and order, and a mixing of all sorts and conditions of young Americans into one democratic mass, having one common aim. It is probable that nearly 10,000 Harvard men are now engaged in active military or war service in one form or another, although the exact record is not yet completed.

III. REQUIREMENTS FOR ADMISSION

A BOY who is planning to attend Harvard should secure the requirements of admission as early as possible in his school course, and should study those requirements carefully and intelligently.

The Terms of Admission to Harvard College are set forth in detail in an official pamphlet which can be secured by addressing the Chairman of the Committee on Admission, 20 University Hall, Cambridge, Massachusetts. What to do in order to get into the College is here briefly explained:— Admission is secured by examination only, but the school record of the last four years must be presented, and this record is of much importance in determining the admission of a candidate. The only examinations for admission are those of the College Entrance Examination Board (address, 431 West 117th Street, New York, N. Y.), but the requirements for admission should be fully understood. It is desirable also to be familiar with the Board examination papers, and these can be secured from Ginn and Co., Publishers, Boston. These Board examinations are held in forty-two states, and in the Canal Zone, Hawaii, England, and Switzerland — in one hundred and eighty different localities.



THE HARVARD YARD

For Harvard, one may take examinations on the "Old Plan," or, if the applicant's school record is approved, on the "New Plan" (Comprehensive Plan). By the Old Plan one should present himself in studies amounting to sixteen and one-half units of school work. In not less than five units a candidate should pass examinations with grades which are satisfactory, as distinguished from grades which are "merely passable." A part of these subjects is prescribed, and sufficient additional subjects should be chosen from the complete list (see official list) to make up the total of sixteen and one-half units (or fifteen and one-half in case the candidate is offering both Elementary Latin and Elementary Greek). For candidates for the degree of Bachelor of Science (S.B.) *neither* Latin nor Greek is required, but for the degree of Bachelor of Arts *either* Latin or Greek is required. In the College there is no distinction whatever, either as to courses or as to membership in classes or clubs, between candidates for the A.B. and candidates for the S.B. On the Old Plan, candidates who fail to meet in full the requirements may be admitted under "conditions" which require them to pass certain examinations later, or to do extra college work. This is not true of the New Plan.

To be admitted to Harvard College under the New Plan, a candidate (1) must present evidence of an approved school course satisfactorily completed, and (2) must show in four examinations that his scholarship is of a satisfactory quality. The subjects for examination are: (a) English; (b) Latin, or, for candidates for the degree of S.B., French or German or Spanish; (c) Mathematics or Physics or Chemistry; (d) any subject — not already selected under (b) or (c) — from the following list: Greek, French, German, Spanish, History, Mathematics, Physics, Chemistry. These four examinations should be taken at one time, either in June or September.

Having gained admission to College, the new Harvard man should observe carefully the regulations about the opening of

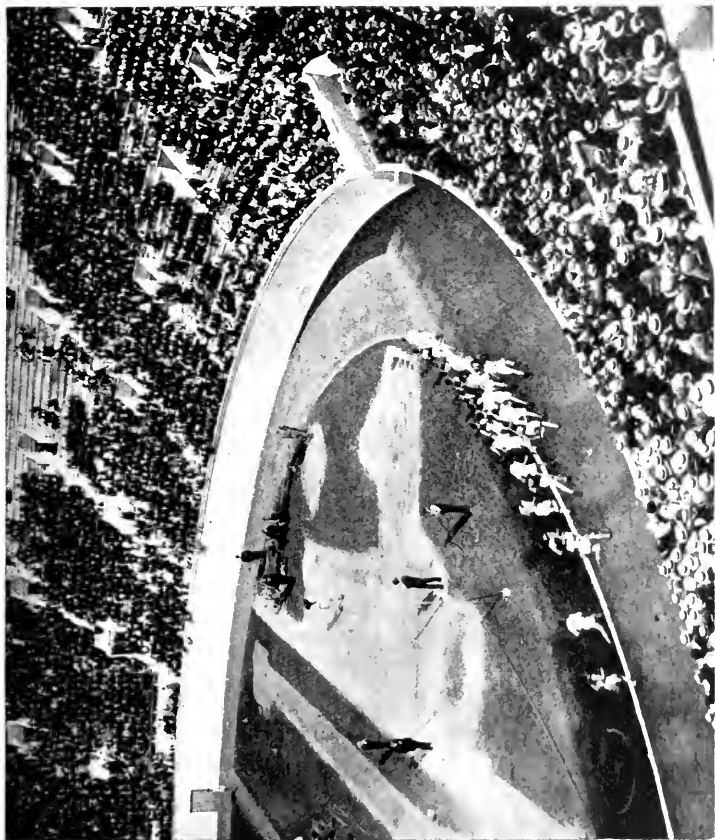
the year, registration, college exercises, choice of studies, etc., as explained in the Harvard catalogue and in official circulars. For instance, every student is required to register, at a place announced on the official bulletin-board at University Hall, on Monday, the first day of the academic year, between 10 A.M. and 6 P.M.

For information concerning application blanks, laboratory examinations, time schedules and places, etc., see the official pamphlet which is issued from 20 University Hall, Cambridge, Massachusetts.

IV. STUDENT EXPENSES — SCHOLARSHIPS

HARVARD is a very satisfactory place for a student whose family is able to pay for only a part, or for no part, of his education. The necessary expenses are the tuition fee — two hundred dollars in the majority of the departments, the rent of a college room at from \$55 to \$350 for one student — and a charge for board, which of course varies. In most of the large dining halls a student pays at a fixed rate per week. In one of them he pays for what he orders by the plate, and he may go to the hall three times a day, or for three meals a week. A common estimate of the cost of spending a year at Harvard is \$500 — but some students manage it each year for less. The average cost is about \$1000.

The advantages of Harvard for the student of small means are two: — first, the large number of scholarships and other aids for the students; and second, the many and varied opportunities for work which Boston and Cambridge offer to students who wish to earn a portion, or the whole, of their annual charges. The College maintains in University Hall a Student Employment Office with a permanent Secretary who aids men to secure remunerative work. The money earned by Harvard students who secured work through this office during a single year has amounted in the aggregate to as



INTERCOLLEGIATE TRACK MEET IN THE STADIUM



much as \$107,259.79. A thorough canvass of the four undergraduate classes showed that over \$80,000 was earned in one year by work which the students obtained independently.

Over a third of all the students in the College are men who hold a "scholarship" or "fellowship," or are earning their livelihood, either wholly or in part, while they study. Among the students of Harvard, every sort of social and industrial condition is represented. A quarter of the students might properly be termed needy; an eighth belong to families that might fairly be called wealthy; and the other five-eighths come from families that are neither needy nor wealthy. In this diversified student body a democratic spirit prevails. One finds on investigation that the general tone or spirit of the body of Harvard students is not only democratic in the best sense, but it is highly altruistic. They are bent on becoming serviceable men in whatever walk of life they find themselves. As a rule, too, they imbibe the spirit of liberty, both civil and religious, which has characterized Harvard from its foundation, and which characterizes it today.

There are under the Faculty of Arts and Sciences at present over four hundred fellowships and scholarships, with a total income of over \$100,000. Of these, about three hundred scholarships are for undergraduates in Harvard College, and for these undergraduates there is also available from the Beneficiary Aids, the Loan Funds, and the Price Greenleaf Fund, nearly \$25,000. A considerable number of scholarships ranging from \$150 to \$350 each, open to Freshmen at the time of their admission, have been founded by Harvard Clubs desiring to help young men who go to Harvard from the territory covered by the Club. These have been supplemented by additional scholarships maintained by the Associated Harvard Clubs under its State Scholarship Plan, which provides a scholarship for every state in the Union where no scholarship has been maintained in the past. The New England Federation of Harvard Clubs also offers a

scholarship in New England states. There are other scholarships for the benefit of particular localities or classes of persons. There are thus one or more scholarships, ordinarily available for Freshmen, coming from about one hundred cities and from every state. Furthermore, some of these scholarships may be awarded to students in the Graduate Schools. For information on scholarships, applicants should address the Chairman of the Committee on Admission, or the state representative given in the supplement to this pamphlet.

The University issues a pamphlet on "Students' Expenses and College Aids," which gives in full the scholarships open to Freshmen and other students, the sources of aid from the Price Greenleaf Fund, which is apportioned largely among entering Freshmen, and information about Loan Funds. It also gives a full statement about the earnings of college students and the kinds of work in which employment has been secured. It discusses in full the charges to be met by students in the College. This pamphlet will be sent without cost on application to the Harvard Publication Office, 2 University Hall, Cambridge, Massachusetts.

V. GRADUATE SCHOOLS AND APPOINTMENT BUREAUS

THE professional schools of Harvard comprise the Graduate School of Arts and Sciences, and the Schools of Divinity, Law, and Medicine and Dentistry, Business Administration, Applied Science, and Architecture. Graduate training for teaching and school administration is offered in the Division of Education. Each of these Schools undertakes to furnish a thorough training for the corresponding profession or professions, and each is well equipped for its own characteristic work. The largest of these Schools is the Law School, to which students come from many other colleges and univer-



SANCTUM OF THE HARVARD ADVOCATE IN THE UNION

sities. The Graduate School of Business Administration is the newest of these professional schools, established in 1908.

On graduation, men who have decided to secure training in one of the professions will find adequate means under the eaves of the University, as already outlined, while men who wish to enter graduate schools of other colleges will find that a Harvard degree will admit them there. The Appointment Bureau at the College recommends suitable graduates for positions as teachers and school officers. Harvard men who decide on a non-professional career can seek positions, without cost, through bureaus of employment maintained by the Alumni. These bureaus are known as Appointment Committees and are established at University Hall, Cambridge; at 50 State Street, Boston (the office of the Harvard Alumni Association), and at the Harvard Clubs which are located at all the principal cities of the United States and in several foreign countries and cities. These clubs make themselves very serviceable to the University and to young graduates who go as strangers into communities new to them, where the immediate support of a friendly group of older residents may be of real value to the newcomer. The employment bureaus utilize the friendly interest of the officers and members of the numerous Harvard Clubs in securing employment, or promotion, or profitable transfers, for young Harvard men.

In 1913 the total Harvard population numbered over 35,000, including 21,780 holders of Harvard degrees. These men were engaged in 52 occupations, and distributed among 48 states of the Union and 61 countries of the world, from South Africa to Iceland. There are now 114 Harvard Clubs, in 107 cities and sections of the United States and 7 foreign countries. All this means that there is waiting for the young Harvard graduate with a good record, high ideals, and strong

purpose a host of men who stand ready to help and encourage him as he turns from college to his work in life.

Harvard, as has been so often said, is truly another word for opportunity. This pamphlet is sent out with the hope that it will make clear the diversity, liberality, and democratic character of Harvard life and instruction.



THE HARVARD MEDICAL SCHOOL BUILDINGS

SCHOLARSHIP LIST

ASSOCIATED HARVARD CLUBS

SCHOLARSHIP COMMITTEE

THE following is a complete list of state and city scholarships offered by Harvard Clubs. The representative to whom application for the scholarships should be addressed is given in each case. If no representative is named, or if it is impossible to get in touch with the designated person, applicants should write to one of the following officers of the Scholarship Committee of the Associated Harvard Clubs: Horace F. Baker, 1711 Oliver Building, Pittsburgh, Pennsylvania; E. M. Grossman, Rialto Building, St. Louis, Missouri; Frederick W. Burlingham, 821 Corn Exchange Bank Building, Chicago, Illinois; Frederick W. Dewart, 803 Old National Bank Building, Spokane, Washington; Dr. Philip K. Brown, 350 Post Street, San Francisco, California; and Edgar H. Wells, c/o American Red Cross, Washington, D.C.

Inquiry on scholarships or on other matters in connection with admission to Harvard College may be sent to the Chairman of the Committee on Admission, 20 University Hall, Cambridge, Massachusetts.

At the end of the list of Harvard Club Scholarships will be found the names of scholarships offered through the College, which may be awarded to Freshmen and other first-year students. Price Greenleaf Aid is awarded entirely to Freshmen, candidates for the degree of Bachelor of Arts, and to other first-year students who are candidates for this degree. A few candidates for the degree of Bachelor of Science are helped financially in their freshman year by awards from the Samuel C. Cobb Tuition Fund. The College issues a pamphlet containing information for students who intend to enter the Freshman Class. This may be had on application to the Publication Office of Harvard College, 2 University Hall. It gives a description of the Freshman Dormitories and full directions for applications for scholarships, together with statements concerning the Price Greenleaf Fund, the Cobb Fund, and opportunities to earn money.

ALABAMA

One Scholarship — Undergraduate

Representative

Charles B. Glenn
911 South 13th Street
Birmingham, Alabama

ARIZONA

One Scholarship — Undergraduate

Reverend J. R. Jenkins
643 North Second Avenue
Phoenix, Arizona

ARKANSAS

One Scholarship — Undergraduate

Alfred G. Kahn
C/o Rose City Cotton Oil Mill
Little Rock, Arkansas

CALIFORNIA

San Francisco

One Scholarship — Graduate

One Scholarship — Undergraduate

George S. Potter
The Potter School
San Francisco, California

Santa Barbara

One Scholarship — Undergraduate

Winsor Soule
1206 State Street
Santa Barbara, California

Southern California

One Scholarship — Undergraduate

Seward C. Simons
606 Equitable Building
Los Angeles, California

CONNECTICUT

Connecticut Valley

One Scholarship — Undergraduate

Scholarship Committee
of the University
20 University Hall
Cambridge, Massachusetts

Connecticut

One Scholarship — Undergraduate

E. Sidney Berry
56 Prospect Street
Hartford, Connecticut

COLORADO

Rocky Mountain Club (Denver)

One Scholarship — Graduate or
Undergraduate

Lawrence Lewis
533 Equitable Building
Denver, Colorado

DELAWARE

One Scholarship — Undergraduate

George McIntire
New Castle, Delaware

FLORIDA

One Scholarship — Undergraduate

Martin H. Long
Law Exchange Building
Jacksonville, Florida

- The James A. Rumrill Scholarships
 Two Scholarships — Undergraduate
 One Scholarship — Graduate
 (Open to applicants from the
 States of Florida, Georgia, Ken-
 tucky, North Carolina, South
 Carolina, Tennessee, and Vir-
 ginia)
- GEORGIA
- The George Foster Peabody Scholar-
 ship — Graduate
- The James A. Rumrill Scholarships.
See Florida
- HAWAII
- One Scholarship — Graduate or Under-
 graduate
- IDAHO
- One Scholarship — Undergraduate
- ILLINOIS
- Chicago
- One Scholarship — Graduate
 Two Scholarships — Undergraduate
- IOWA
- Charles Elliott Perkins Scholarships
 Two Scholarships — Undergraduate
 One Scholarship — Graduate
- KANSAS
- One Scholarship — Undergraduate
- KENTUCKY
- One Scholarship — Undergraduate
- The James A. Rumrill Scholarships.
See Florida
- Scholarship Committee
 of the University
 20 University Hall
 Cambridge, Massachusetts
- Scholarship Committee
 of the University
 20 University Hall
 Cambridge, Massachusetts
- Dr. William T. Brigham
 Box 584
 Honolulu, Territory of Hawaii
- E. F. Fitzhugh
 Idaho City, Idaho
 and Lyon Cobb
 Boise, Idaho
- Neil M. Clark
 5 North Wabash Avenue
 Chicago, Illinois
- Scholarship Committee
 of the University
 20 University Hall
 Cambridge, Massachusetts
- Frederick D. Bolman
 Leavenworth, Kansas
- Alexander G. Barret
 Lincoln Bank Building
 Louisville, Kentucky

LOUISIANA

One Scholarship — Graduate

F. S. Weis
Weis Building
New Orleans, Louisiana

MAINE

One Scholarship — Undergraduate

A. E. Nickerson
Fidelity Building
Portland, Maine

The Henry B. Humphrey Scholarship

Scholarship Committee
of the University
20 University Hall
Cambridge, Massachusetts

MARYLAND

One Scholarship — Undergraduate

Dr. H. B. Jacobs
11 Mt. Vernon Place
Baltimore, Maryland

MASSACHUSETTS

Boston

Five Scholarships — Undergraduate

Sidney M. Williams
c/o Harvard Club of Boston
Boston, Massachusetts

The Charles Sumner (formerly the
C. S. Bird) Scholarship

Scholarship Committee
of the University
20 University Hall
Cambridge, Massachusetts

Fall River

One Scholarship — Undergraduate

Herbert G. Wilbur
292 Main Street North
Fall River, Massachusetts

Fitchburg

One Scholarship — Undergraduate

James M. McNamara
91 Nashua Street
Fitchburg, Massachusetts

Hingham

One Scholarship — Undergraduate

C. Chester Lane
Randall Hall
Cambridge, Massachusetts

Lawrence

One Scholarship — Undergraduate

Arthur Sweeney
Central Building
Lawrence, Massachusetts

Lowell

Two Scholarships — Undergraduate

Larkin T. Trull
103 Central Street
Lowell, Massachusetts

Lynn	Luther Atwood
One Scholarship — Undergraduate	8 Sagamore Street Lynn, Massachusetts
Milton	N. Penrose Hallowell
Two Scholarships — Undergraduate	44 State Street Boston, Massachusetts
Newburyport	P. L. Ware
One Scholarship — Undergraduate	20 Fruit Street Newburyport, Massachusetts
New Bedford	J. E. Norton Shaw
One Scholarship — Undergraduate	Masonic Building New Bedford, Massachusetts
Newton	Dr. George L. West
One Scholarship — Undergraduate	Newton Centre, Massachusetts
Somerville	Arthur H. Doyle
One Scholarship — Undergraduate	29 Berkeley Street Somerville, Massachusetts
Worcester	William F. Abbott
Two Scholarships — Undergraduate	20 John Street Worcester, Massachusetts
MICHIGAN	
One Scholarship — Undergraduate	A. D. Wilt, Jr. Conant Road Detroit, Michigan
MINNESOTA	
One Scholarship — Undergraduate	E. B. Young Endicott Building St. Paul, Minnesota
MISSISSIPPI	
One Scholarship — Graduate or Undergraduate	Frederick Davis Mellen Agricultural College Mississippi
MISSOURI	
Kansas City	Orville H. Martin
One Scholarship — Undergraduate	214 Massachusetts Building Kansas City, Missouri
St. Louis	E. S. Klein
One Scholarship — Undergraduate	1517 Chemical Building St. Louis, Missouri

MONTANA

One Scholarship — Undergraduate

Reverend Manfred Lilliefors
Great Falls, Montana

NEBRASKA

One Scholarship — Undergraduate

Alan McDonald
Omaha National Bank Building
Omaha, Nebraska

NEVADA

One Scholarship — Undergraduate

Peter Frandsen
210 Maple Street
Reno, Nevada

NEW ENGLAND FEDERATION

One Scholarship

Wellington Wells
Barristers Hall
Boston, Massachusetts

NEW HAMPSHIRE

One Scholarship — Undergraduate

Dr. R. J. Graves
Concord, N. H.

NEW JERSEY

One Scholarship — Undergraduate

Honorable Francis J. Swayze
765 High Street
Newark, N. J.

NEW YORK

Long Island

Three Scholarships — Under-
graduateH. J. Davenport
375 Pearl Street
Brooklyn, New York

Buffalo

One Scholarship — Undergraduate

John B. Olmsted
Buffalo Savings Bank Building
Buffalo, New York

Eastern New York

One Scholarship — Undergraduate

Gardner B. Perry
C/o National Commercial Bank
Albany, New York

Rochester

One Scholarship — Undergraduate

J. W. Johnston
P. O. Box 578
Rochester, New York

Syracuse

One Scholarship — Undergraduate

J. D. Pennock
2002 West Genesee Street
Syracuse, New York

NEW MEXICO

One Scholarship — Undergraduate

Francis C. Wilson
Santa Fé, New Mexico

NORTH CAROLINA

One Scholarship — Undergraduate

Henry M. Dargan
Chapel Hill, North CarolinaThe James A. Rumrill Scholarships.
See Florida.

NORTH DAKOTA

One Scholarship — Undergraduate

Thomas A. Hillyer
Mayville, North Dakota

OHIO

Akron

One Scholarship — Undergraduate

George Oenslager
Director of Chem. Laboratories
The B. F. Goodrich Company
Akron, Ohio

Central Ohio

One Scholarship — Undergraduate

Wilbur H. Siebert
182 West 10th Avenue
Columbus, Ohio

Cincinnati

Two Scholarships — Undergraduate

C. H. Stephens, Jr.
1st National Bank Building
Cincinnati, Ohio

Cleveland

Three Scholarships — Under-
graduateErnest Angell
1201 Leader Building
Cleveland, Ohio

OKLAHOMA

One Scholarship — Undergraduate

Rollin E. Gish
Colcord Building
Oklahoma City, Oklahoma

OREGON

One Scholarship — Undergraduate

K. H. Kochler
C/o Eastern and Western
Lumber Company
Portland, Oregon

PENNSYLVANIA

Western Pennsylvania

Three Scholarships — Under-
graduateH. F. Baker
1711 Oliver Building
Pittsburgh, Pennsylvania

Philadelphia	H. L. Clark
Three Scholarships — Undergraduate	321 Chestnut Street Philadelphia, Pennsylvania
RHODE ISLAND	
One Scholarship — Undergraduate	Carl B. Marshall 201 Turks Head Building Providence, Rhode Island
SOUTH CAROLINA	
One Scholarship — Undergraduate	Professor Reed Smith C/o University of So. Carolina Columbia, South Carolina
The James A. Rumrill Scholarships. <i>See</i> Florida	
SOUTH DAKOTA	
One Scholarship — Undergraduate	J. McD. Campbell 1st National Bank Building Huron, South Dakota
TENNESSEE	
One Scholarship — Undergraduate	Prather S. McDonald Exchange Building Memphis, Tennessee
The James A. Rumrill Scholarships. <i>See</i> Florida	
TEXAS	
One Scholarship — Undergraduate	L. F. Carlton Dallas, Texas
UTAH	
One Scholarship — Graduate or Undergraduate	John Malick 138 South Second East Street Salt Lake City, Utah
VERMONT	
One Scholarship — Undergraduate	William B. C. Stickney Portland, Vermont
VIRGINIA	
The James A. Rumrill Scholarships. <i>See</i> Florida	
WASHINGTON	
Spokane	R. B. Harris
One Scholarship — Undergraduate	Paulsen Building Spokane, Washington

Seattle	Alvin Bailey
One Scholarship — Undergraduate	C/o Seattle Trust Company Seattle, Washington
WASHINGTON, D. C.	
One Scholarship — Undergraduate	D. W. Shea, Dean Catholic University Washington, D. C.
WEST VIRGINIA	
One Scholarship — Undergraduate	J. G. Bradley Dundon, West Virginia
WISCONSIN	
One Scholarship — Undergraduate	George Manierre Colby and Abbott Building Milwaukee, Wisconsin
WYOMING	
One Scholarship — Undergraduate	Aven Nelson C/o University of Wyoming Laramie, Wyoming

OTHER SCHOLARSHIPS OPEN TO FRESHMEN OR STUDENTS IN THEIR FIRST YEAR IN HARVARD COLLEGE

Inquiry concerning these scholarships should be addressed to the Chairman of the Committee on Admission, 20 University Hall, Cambridge, Massachusetts.

The George Newhall Clark Scholarships (2)

The Scholarship of the Class of 1867

(Awarded after the mid-year examinations. Preference to be given to descendants of members of said Class)

The Crowninshield Scholarships (2)

The Thomas Hall Scholarship or Scholarships

The N. P. Hallowell Memorial Scholarship

(Awarded after the mid-year examinations)

The William Stanislaus Murphy Scholarships (9)

(For the collegiate education of men of the name of Murphy)

The Boston Newsboys' Scholarship

(Newsboy who passes Harvard admission examinations with the highest percentage)

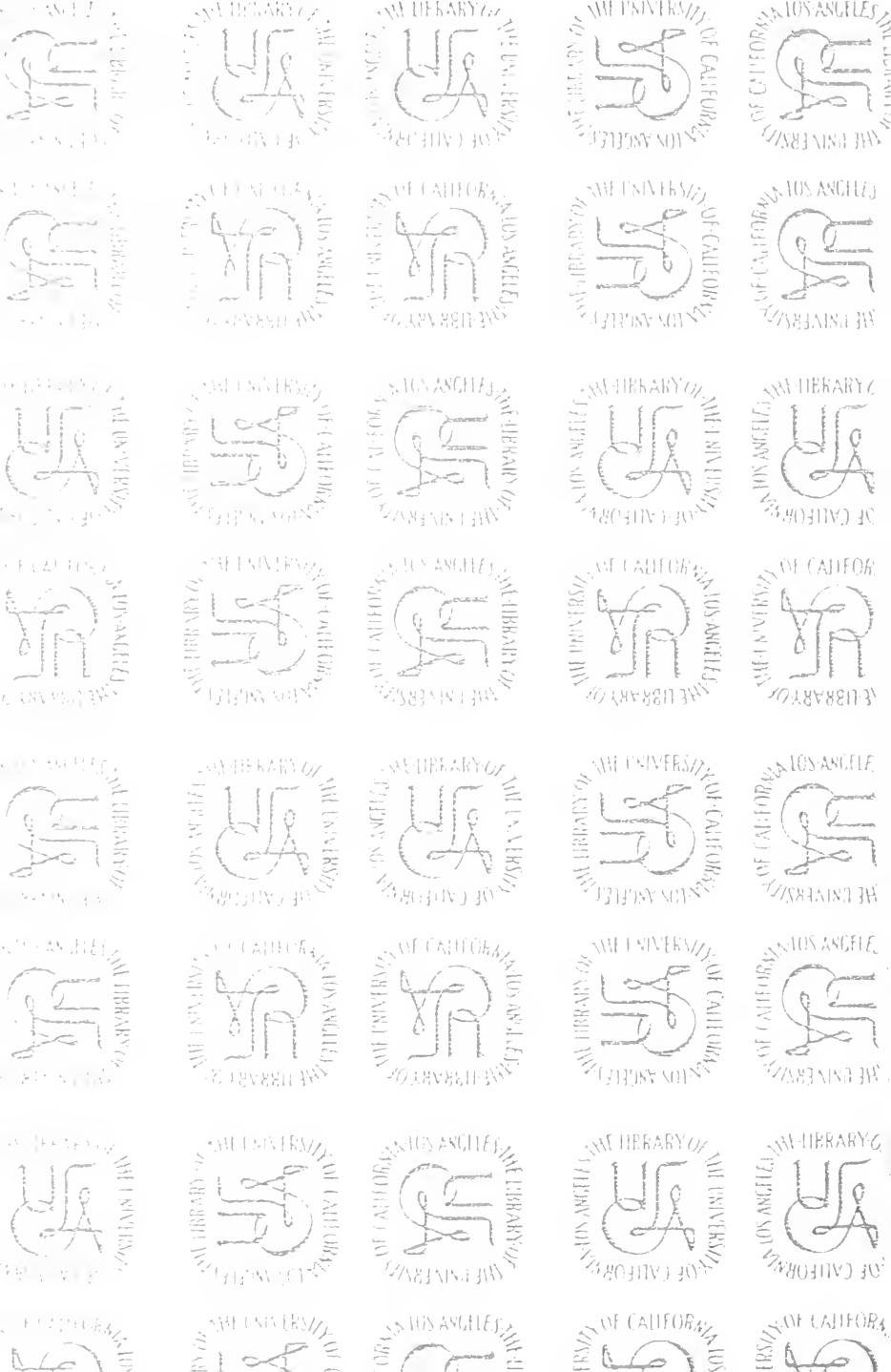
The William Royall Tyler Scholarship

(Preference to be given to sons of former pupils of Adams Academy)

The Mary L. Whitney Scholarships (2)

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